

## Message Text

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44

ACTION XMB-04

INFO OCT-01 NEA-09 ISO-00 AID-05 CIAE-00 COME-00 EB-07

FRB-01 INR-07 NSAE-00 TRSE-00 OPIC-06 SP-02 CIEP-02

LAB-04 SIL-01 OMB-01 AGR-10 /060 W

----- 055138

R 011138Z APR 75

FM AMEMBASSY TEL AVIV

TO SECSTATE WASHDC 6118

UNCLAS TEL AVIV 1905

E.O.11652: N/A

TAGS: BPRO, IS

SUBJECT: PAYMENT TERMS TO ISRAELI DEALERS

REF: STATE 059618

1. ISRAELI END-USERS OF IMPORTED MACHINERY ANDEQUIP-  
MENT GENERALLY ORDER IN THEIR OWN NAMES THROUGH AGENTS.  
TERMS OFFERED ARE THOSE PERMITTED BY EXIMBANK, ECGD ETC.  
FOR EXAMPLE, AS OF DECEMBER, 1974 BRITISH ECGD OFFERED  
UP TO SEVEN YEARS AT INTEREST RATE OF 7PERCENT PER ANNUM;  
BELGIUM SEVEN YEARS AT 8 1/2PERCENT PERANNUM; FRANCE UP TO  
FIVE YEARS AT 8PERCENT PERANNUM; ITALY UP TO FIVE YEARS AT  
7PERCENT PER ANNUM.

2. SIMILARLY, DISTRIBTUORS WHO IMPORT ON THEIR OWN ACCOUNT  
NORMALLY RECEIVE BANK CRDITS AND, IN TURN, PASS THESE  
SAME TERMS TON TO END-USERS. THESE BANK TERMS ARE GENERALLY  
THREETO FIVE YEARS. IN RARE CASES, WHEN DISTRIBUTORS  
IMPORT WITHOUT BANK FINANCING TERMS OFFERED TO END-USERS  
ARE 60PERCENT AGAINST CASH PAYMENT, 40PERCENT OVER PERIOD  
OF A FEW MONTHS.

3. WITH REGARD AGRICULATURAL SECTOR, END-USERS ARE  
MAINLY COOPERATIVE VENTURES, I.E., KIBBUTZM AND MOSHAVIM,  
WHICH ARE ALREDAY RECEIVING MXIMUM FIVE YEAR TERMS,  
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UNDER CFF.

VELIOTES

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 01 APR 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1975TELAV01905  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D750112-0321  
**From:** TEL AVIV  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1975/newtext/t19750492/aaaadfse.tel  
**Line Count:** 62  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ACTION XMB  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** 75 STATE 059618  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** ShawDG  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 24 JUN 2003  
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**Review Exemptions:** n/a  
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**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** PAYMENT TERMS TO ISRAELI DEALERS  
**TAGS:** BPRO, IS  
**To:** STATE  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006